

IDF**International Duty-Free N.V.****ARUBA:**

BOLIVIASTRAAT # 16
Oranjestad, P. O. Box 256
Tel.: 2978-33472
Fax: 2978-34407
Att: M. Y. Friedman

BONAIRE:

B. L. Harms
Hamlet 13
Kralendijk
Tel.: 5322 (5997)
Fax: 5326

To: R.J.REYNOLDS TOBACCO INT'L

From: Bryan Harms

Att: John Dyson

Ref: Various

Fax-Message

Date: 23-4-1992

Dear John,

I returned last nite from Maicao and all continues well with DORAL. The price will be increased to allow us to continue with the same margin as before your announced price-increase. The new price is COL.PESOS 59.000,- (exchange:650 - 1\$).

Please check for me the cost of landing the DORAL in Maracaibo, since we want to see if can't avoid the very high costs of shipping thru Aruba.

YSL menthol: We are sending you today via DHL three packs of YSL menthol, which are part of one case that has been returned to Lucho. The packs are unopened, but if they are like the ones I saw then they will also be spotted. These are from the last shipment we got. Let's hope that the scope of the problem remains limited. All returned product will be held back for your inspection. I guess I don't have to tell you I don't like it one bit.

Payments: Today I have transferred payment covering 3 invoices; the copy of the instructions to the bank are in your office.

Panama: Tomas advises that the Colombian authorities are clamping down on the flow of merchandise out of Turbo. He has requested to reduce deliveries to him to 2 x 40' cntrs a month, spaced apart 15 days. Please take the necessary steps to modify my standing order for Panama accordingly. We assume this to be temporary, but don't know the length of time (obviously).

Maicao: Please try to use the decrease in volume in Panama to get Aruba in a 1 x 40' cntr per week receiving-mode.

New cases DORAL: Except for the case-configuration, the quality of the case has remained the same. I observed numerous cases in Lucho's warehouse that has already burst at the seams.

That's it for now, please give me a call at 33472 in Aruba, when you get a chance.